



# FAIRFAX COUNTY

DEPARTMENT OF PURCHASING & SUPPLY MANAGEMENT  
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V I R G I N I A

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APR 07 2003

## Amendment No. 5

**SUBJECT:** Furniture, Systems, Freestanding Furniture, Seating, Filing Equipment, and Related Services

**CONTRACTOR**

Steelcase, Inc.  
901 44th Street, S.E.  
Grand Rapids, MI 49508

**VENDOR CODE**

B380819050 01

**CONTRACT NO.**

RQ01-411313-16E

Contract RQ01-411313-16E is amended to reflect a revised pricing schedule, **Attachment A** with increases and additions. (Ref. Steelcase's letter dated March 10, 2003)

All other terms and conditions remain the same.

Cathy A. Muse, CPPO  
Director/County Purchasing Agent

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**DISTRIBUTION:**

Office of Finance - Accounts Payable  
DPSM - Systems Administration Section  
Control Copy  
DPWES/FMD - Bill Robinson  
**US Communities**  
2175 North California Blvd.  
Suite 550  
Walnut Creek, CA 94596  
Attn: Steve Hamill

Contractor(s)  
Contract Administrator  
DPSM - Mable McCarthy  
**NACo-FSC**  
440 First St., N.W.  
Washington, D.C. 20001-2080  
Attn: Steve Swendiman

**Attachment A**  
Pricing Schedule (DPSM35)  
Revised, Effective 3/17/2003

Manufacturers	Percentage Discount for Manufacturer's Price List by dollar volume	
Steelcase Inc. Steelcase Steel Price And Product Manual	0 - \$249,999	<u>57</u> %
	\$250,000 - \$1,000,000	Negotiate
	\$1,000,000 +	Negotiate
	Quickship	<u>54</u> %
If there is a different discount for any other series of furniture for the manufacturer listed above, please list the name of the different series and the discount that applies if different.		
<u>Steelcase Wood Price &amp; Product Manual and Vecta Werndl (not available through Quickship)</u>	0 - \$249,000	<u>50.5</u> %
	\$250,000 - \$1,000,000	Negotiate
	\$1,000,000 + Quickship	Negotiate <u>47.5</u> %
<u>Steelcase Leap and Cachet, Metro, Details, Brayton and BraytonSpaces, Balance of Vecta and Wilkhahn</u>	0 - \$249,000	<u>49</u> %
	\$250,000 - \$1,000,000	Negotiate
	\$1,000,000 +	Negotiate
	Quickship	<u>46</u> %
<u>Turnstone Price and Product Manual</u>	0 - \$249,000	<u>57</u> %
	\$250,000 - \$1,000,000	Negotiate
	\$1,000,000 +	Negotiate
	Quickship	<u>53</u> %
<u>Polyvision Static Visual Products (markerboards and tackboards)</u> note: Polyvision freight terms are FOB Factory	0 - \$249,000	<u>45</u> %
	\$250,000 - \$1,000,000	Negotiate
	\$1,000,000 +	Negotiate
	Quickship	<u>n/a</u> %
<u>List of Exceptions:</u> All new products, Activity Products, Turnstone Kick, Service Parts,	0 - \$249,000	Negotiate
	Negotiate	\$250,000 - \$1,000,000
Details: Incognito and Special Products, Pathways products(except Universal Worksurfaces) Brayton/Braytonspaces: Austin Collection, Master's Collection, Special Products Vecta: Wilkhahn imported products; Confair (except folding tables), Kendo, Linus, Nuvola, Picto, Sito, Versal, Cana, Cubis, 630 Range Table, Thema, and Timetable. Steelcase Architectural and Technology Products (I-line, Architectural Power and Underscore raised flooring) Balance of Polyvision Products	\$1,000,000 + Quickship	Negotiate Negotiate
Note: The above discounts are based on drop-shipped delivery. Installation is available from participating dealers for no more than 4% of list price subject to terms noted in Attachment A page 2.*		
<b>Standard Delivery Time</b>		
Indicate standard delivery time for initial purchase	Indicate standard delivery time for orders subsequent to initial purchase	
6-8 weeks standard/12 days quickship	same	
<b>Reconfiguration Costs</b> – Charge for reconfiguring manufacturer's furniture purchased and installed. Express in dollars per hour charge	\$ N.A. /hr per Addendum 4	

<b>Design Services</b> – Charge for design services. Express in dollars Per hour charge	\$ <u>N.A.</u> /hr
<b>Rebate</b> for \$10 million or more in annual purchases	<u>1</u> %

**Attachment A Page 2**

\*When installation is made by a Steelcase dealer through this contract, the following general provisions shall apply:

**A. Labor Charges**

Installation will be performed by an authorized Steelcase dealer and is based on delivery during normal working hours within the authorized Steelcase dealer's standard service area. Additional labor charges may result from the following, and shall be confirmed to Customer in advance:

- Work performed outside of the normal working hours at Customer's request.
- Delivery and Installation outside the standard service area.
- Furniture lighting, HVAC, cabling, wiring, prewired panels, power hook-up and various electrical works.
- Work disruptions due to other trades, unions or subcontractors.

**B. Condition of Job Site**

The job site shall be clean and free of debris prior to installation. Adequate facilities for parking, offloading, staging, moving, and handling of merchandise shall be provided without charge by Customer.

**C. Job Site Service**

Electric current, heat, hoisting and/or elevator service, and containers for the disposal of packing materials will be furnished without charge by Customer.

**D. Special Packaging or Handling**

If special packaging or handling is required, it may be subject to additional charges.

**E. Storage Space**

When the Product arrives at the designated site, safe and adequate storage space will be provided by Customer if immediate installation cannot be accomplished. If the space provided is inadequate, requiring excessive sorting or movement, a charge may be applied based upon agreement between Customer and Dealer.

**F. Assembly**

Dealer's ability to assemble products shipped knocked down or to attach, affix, or bolt in place movable products is sometimes dependent on union jurisdictional agreements. If trade regulations in force at the time of installation require the use of tradesmen at the site other than Dealer's own installation personnel, all resulting additional charges (e.g., the differential between union's hourly rate and dealer's hourly rate) will be paid by Customer.